



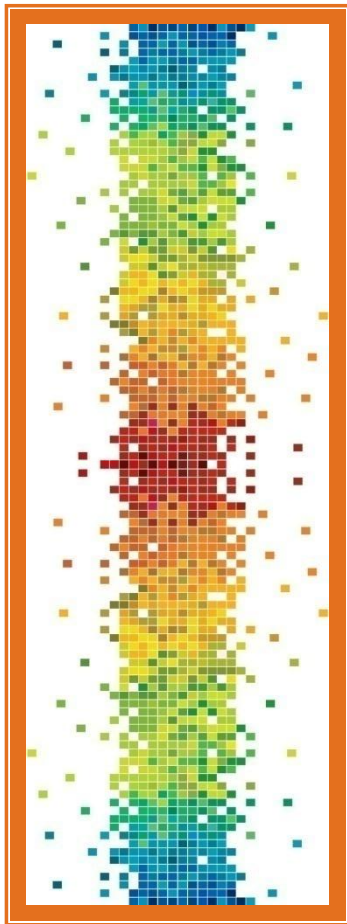
# DRIVING DECISIONS WITH LABOR MARKET INFORMATION

ROOM: LANDMARK 3

TIME: 3-4:30PM

# Agenda: Driving Decision with LMI

## Tour of Economic and Demographic LMI:



- ❑ Strategic Initiative for Economic Growth (2011)
  - ✓ Innovation Campus
- ❑ Occupation Projections
  - ✓ Growth Occupations
- ❑ Jobs.Mo.Gov
  - ✓ Burning Glass
  - ✓ State of the St. Louis Workforce 2012 Report
- ❑ Labor Market Information
  - ✓ American Community Survey
  - ✓ OES 2011 Wage Data
  - ✓ American FactFinder

# Missouri Economic Research & Information Center (MERIC)



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[www.missourieconomy.org](http://www.missourieconomy.org)

# Missouri Economic Research & Information Center

□ [www.missourieconomy.org](http://www.missourieconomy.org)



- State LMI Shop
- Original Research
  - Workforce
  - Economic
  - Business Intelligence & Communication



# Suggested Study Aid

[www.missourieconomy.org/pdfs/economic\\_indicator\\_guide.pdf](http://www.missourieconomy.org/pdfs/economic_indicator_guide.pdf)

**EMPLOYMENT DATA**

**CAREER PLANNING DATA**

**LABOR FORCE DATA**

**WAGES DATA**

**DEMOGRAPHICS DATA**

Data Tool	Description	Uses
American Community Survey (ACS)	Data such as age, ethnicity, education, income, commute time to work, home value, veteran status, family size, average family income, and other important data about the U.S. population & households.  <i>Data Release: 9-12 months after year ends. See page 4 of this document for more information on the ACS estimates</i>	<ul style="list-style-type: none"><li>- provides timely economic and demographic data by geography</li><li>- Assists communities' decisions to locate services and allocate resources</li></ul>

Advanced  
Manufacturing

Biosciences

Financial &  
Professional  
Services

Health Care  
Sciences &  
Services

Information  
Technology

Transportation  
& Logistics

Energy  
Solutions

Target Industry Clusters

Strategic Initiative for Economic Growth



# Case Study



Last year MERIC released the first of seven Target Cluster Analyses.

Cluster employment estimates and projections were used to determine the level of education/skills required by Missouri's Advanced Manufacturing workers.

# Cluster Workforce Analysis

1. What is the distribution of jobs by occupation for a cluster?
2. Is the distribution projected to change?

Advanced Manufacturing	Estimated 2008	% 2008 Cluster Jobs	Projected 2018	% 2018 Cluster Jobs
All 395 Occupations 29 Industries	191,431		177,992	
Civil Engineers 4 Industries	2,910	1.52	3,254	1.83
Helpers – Production Workers 22 Industries	2,798	1.46	2,387	1.34



# Education Required by Skills Level

## High

- First Professional degree
- Doctoral degree
- Master's degree
- Bachelor's or higher degree
- Bachelor's degree

## Middle

- Associate degree
- Postsecondary vocational award
- Work experience in a related occupation
- Long-term on-the-job training
- Moderate-term on-the-job training

## Low

- Short-term on-the-job training

# Cluster Workforce Analysis

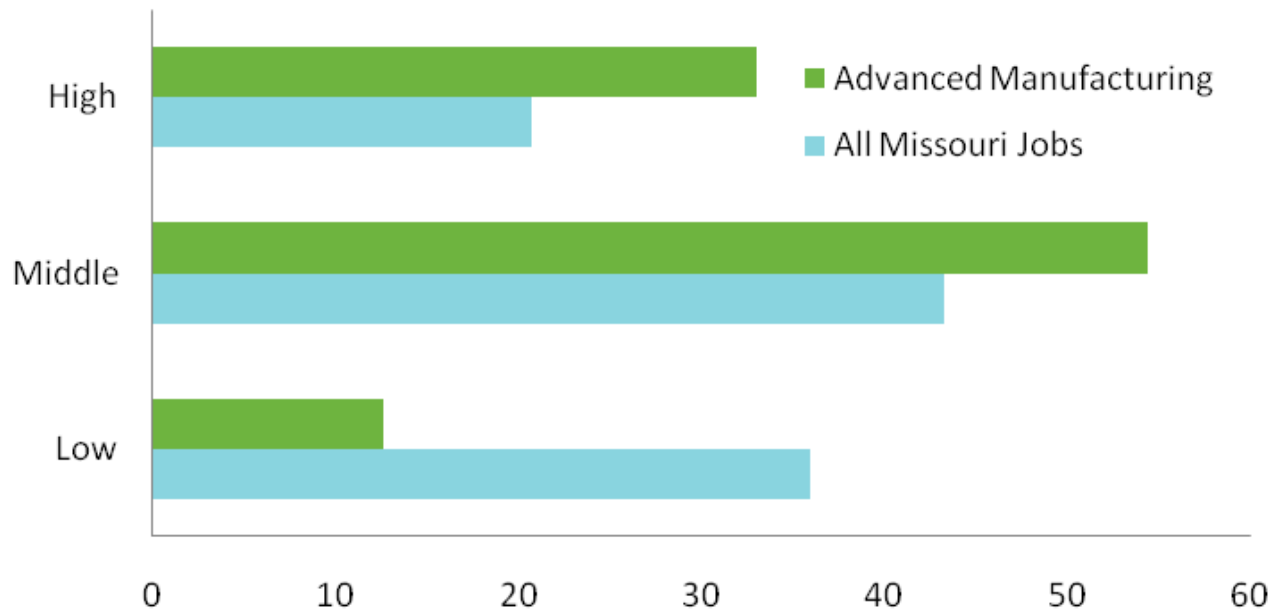
3. What is the current jobs distribution by occupation skill level?
4. What is the distribution for the projected jobs to be filled (new and replaced)?

Advanced Manufacturing Occupations		% of 2008 Cluster Jobs	% of 2008-18 Jobs to fill
125 occupations require	<b>high</b> skills	29.6	34.0
214 occupations require	<b>middle</b> skills	56.5	53.7
56 occupations require	<b>low</b> skills	13.9	12.3

# Cluster Workforce Analysis

5. How do the skill levels needed for Advanced Manufacturing compare to all projected jobs for Missouri?

**Projected Jobs for 2018 by Skill Level**



## Website Links

http://www

### **Missouri Target Industry Clusters:**

[www.missourieconomy.org/pdfs/MoTargetsAdvancedManufacturing.pdf](http://www.missourieconomy.org/pdfs/MoTargetsAdvancedManufacturing.pdf)

### **Innovation in American Regions:**

[www.statsamerica.org/innovation/index.html/](http://www.statsamerica.org/innovation/index.html/)

### **Economic Indicators eLearning Webinar:**

Module 2: Lesson 1 – Creating a Career Pathway

[http://www.missourieconomy.org/e\\_learning/index.stm](http://www.missourieconomy.org/e_learning/index.stm)

## A Partnership between:

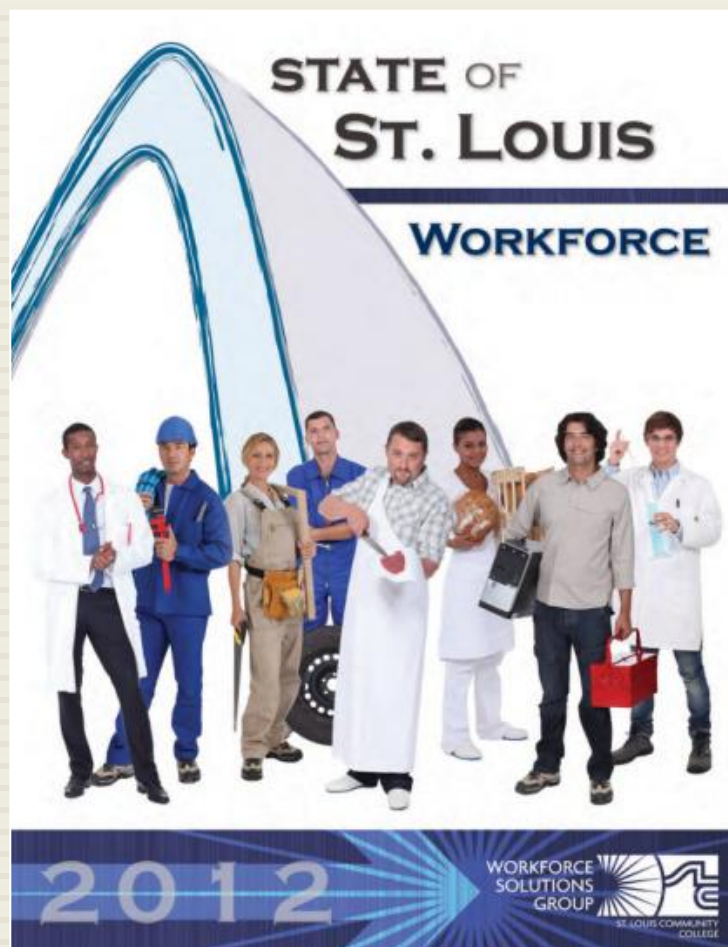
- Provide education/training for job creation and retention
  - ▣ High Growth Industry Employers
    - In need of skilled workforce
  - ▣ Local/Regional Economic Development Organizations
    - Program administrator
  - ▣ Schools
    - High schools
    - 2-year community colleges
    - 4-year public universities

## With Goal to:

1. Increase jobs in high-demand industry occupations
2. Expedite bachelor degree programs
3. Reduce education/training costs
4. Increase availability of high-impact apprenticeships
5. Improve preparation of students/trainees for high-growth occupations

Missouri Innovation Campus - 2012





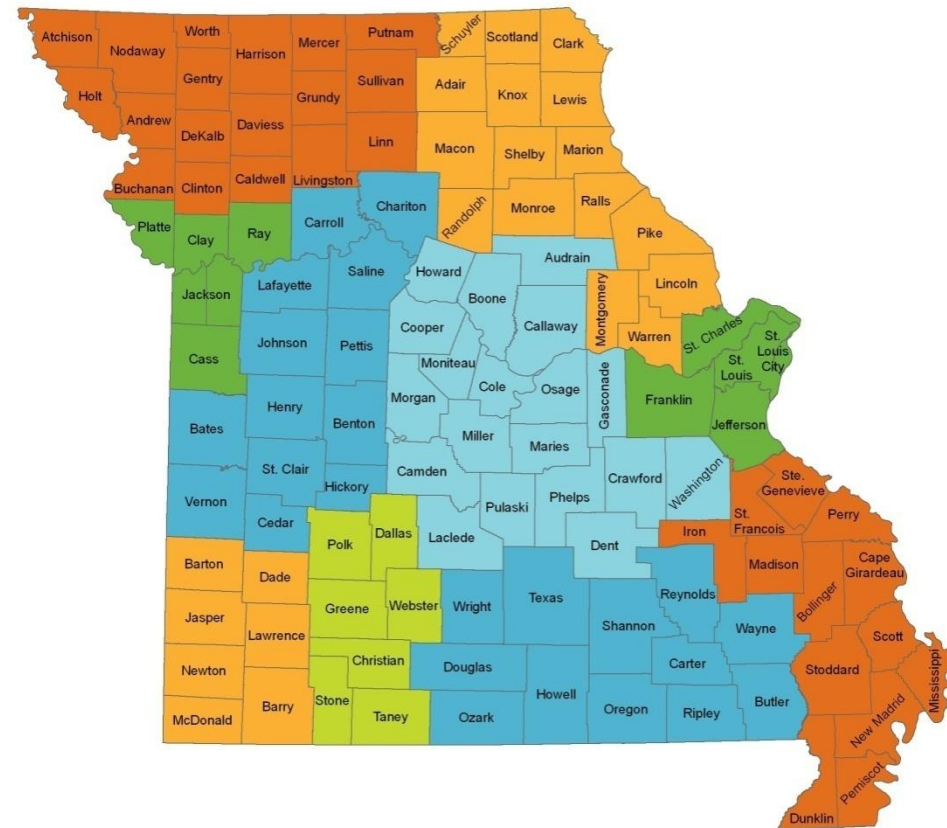
## Occupation Projections in Action



# Occupational Employment Projections

- Available on MERIC Website and through BLS
- 2 and 10-year projections
- Short-term produced annually for Missouri, St. Louis and Kansas City Metros
- Long-term produced bi-annually for Missouri and 10 WIAs

Workforce Investment Areas and Combined Metros



# Missouri & Regional Occupational Outlooks



Occupation Search

Keyword or O\*Net-SOC Code:

Guided Options

More Options

Training Providers

Data & Publications

2008-2018 Longterm

2010-2012 Shortterm

Data (Excel)

- [Statewide](#)
- [Regional](#)

Data (Excel)

- [Statewide](#)
- [Regional](#)

Publications

[Missouri Career Grades 2018  
Statewide Overview](#)  
[Education & Training Needs for Missouri's Workforce 2018](#)  
[Regional Outlook Inserts Top 50 Occupations](#)

Publications

[Top Occupational Openings](#)  
[Fastest Growing Occupations](#)  
[Education & Training Needs for Missouri's Workforce 2012](#)



# Long-Term Occupational Projections

1	Missouri 2010-2020 Occupational Projections													
2				Employment		Change								
3	Occupational		Mean	2010	2020	2010-2020		2010-2020 Openings			Annual Openings			
4	Code	Title	Ann. Wage	Estimated	Projected	Numeric	Percent	Growth	Replacements	Total	Growth	Replacements	Total	Typical Education Required
5	00-0000	Total, All Occupations	\$39,781	2,851,986	3,102,141	250,155	8.77%	262,027	673,839	935,866	26,203	67,384	93,587	
6	11-1011	Chief Executives	\$151,582	9,744	9,611	-133	-1.36%	0	2,529	2,529	0	253	253	Bachelor's degree
7	11-1021	General and Operations Managers	\$92,266	42,093	41,858	-235	-0.56%	0	7,827	7,827	0	783	783	Associate's degree
8	11-1031	Legislators	\$31,347	966	929	-37	-3.83%	0	224	224	0	22	22	Bachelor's degree
9	11-2011	Advertising and Promotions Managers	\$81,453	813	867	54	6.64%	54	232	286	5	23	28	Bachelor's degree
10	11-2021	Marketing Managers	\$112,263	2,688	2,909	221	8.22%	221	782	1,003	22	78	100	Bachelor's degree
11	11-2022	Sales Managers	\$105,469	4,894	5,228	334	6.82%	334	1,423	1,757	33	142	175	Bachelor's degree
12	11-2031	Public Relations and Fundraising Managers	\$93,090	1,491	1,580	89	5.97%	89	426	515	9	43	52	Bachelor's degree
13	11-3011	Administrative Services Managers	\$74,191	4,742	5,076	334	7.04%	334	1,172	1,506	33	117	150	High school diploma or equivalent
14	11-3021	Computer and Information Systems Managers	\$108,909	5,521	5,960	439	7.95%	439	842	1,281	44	84	128	Bachelor's degree
15	11-3031	Financial Managers	\$112,563	6,670	6,951	281	4.21%	281	1,221	1,502	28	122	150	Bachelor's degree
16	11-3051	Industrial Production Managers	\$87,263	2,565	2,920	355	13.84%	355	603	958	36	60	96	Bachelor's degree
17	11-3061	Purchasing Managers	\$98,480	1,128	1,227	99	8.78%	99	343	442	10	34	44	Bachelor's degree
18	11-3071	Transportation, Storage, and Distribution Managers	\$81,653	1,617	1,736	119	7.36%	119	391	510	12	39	51	High school diploma or equivalent
19	11-3111	Compensation and Benefits Managers	\$98,731	410	409	-1	-0.24%	0	101	101	0	10	10	Bachelor's degree
20	11-3121	Human Resources Managers	\$103,332	1,348	1,457	109	8.09%	109	331	440	11	33	44	Bachelor's degree
21	11-3131	Training and Development Managers	\$90,469	376	393	17	4.52%	17	92	109	2	9	11	Bachelor's degree
22	11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$62,766	9,490	9,307	-183	-1.93%	0	1,851	1,851	0	185	185	High school diploma or equivalent
23	11-9021	Construction Managers	\$89,404	7,738	9,270	1,532	19.80%	1,532	500	2,032	153	50	203	Associate's degree
24	11-9031	Education Administrators, Preschool and Childcare Centers	\$42,739	940	1,110	170	18.09%	170	265	435	17	26	43	Bachelor's degree
25	11-9032	Education Administrators, Elementary and Secondary Schools	\$81,516	4,673	4,779	106	2.27%	106	1,317	1,423	11	132	143	Master's degree
26	11-9033	Education Administrators, Postsecondary	\$83,941	2,209	2,324	115	5.21%	115	623	738	12	62	74	Master's degree
27	11-9039	Education Administrators, All Other	\$72,330	211	212	1	0.47%	1	59	60	0	6	6	Bachelor's degree
28	11-9041	Architectural and Engineering Managers	\$112,694	2,496	2,655	159	6.37%	159	487	646	16	49	65	Bachelor's degree
29	11-9051	Food Service Managers	\$54,748	3,788	3,485	-303	-8.00%	0	698	698	0	70	70	High school diploma or equivalent
30	11-9071	Gaming Managers	\$74,241	94	97	3	3.19%	3	18	21	0	2	2	Some college, no degree
31	11-9081	Lodging Managers	\$49,894	1,089	1,146	57	5.23%	57	296	353	6	30	36	High school diploma or equivalent
32	11-9111	Medical and Health Services Managers	\$77,004	4,580	5,138	558	12.18%	558	1,118	1,676	56	112	168	Bachelor's degree
33	11-9121	Natural Sciences Managers	\$106,255	800	848	48	6.00%	48	483	531	5	48	53	Bachelor's degree
34	11-9131	Postmasters and Mail Superintendents	\$54,851	838	605	-233	-27.80%	0	163	163	0	16	16	High school diploma or equivalent
35	11-9141	Property, Real Estate, and Community Service Managers	\$75,074	1,388	1,400	12	0.86%	12	292	304	1	29	30	High school diploma or equivalent
36	11-9151	Social and Community Service Managers	\$49,863	2,895	3,178	283	9.78%	283	627	910	28	63	91	Bachelor's degree
37	11-9161	Emergency Management Directors	\$45,912	353	381	28	7.93%	28	68	96	3	7	10	Bachelor's degree
MO Occupational Projections Most Openings Fastest Growing Highest Wage Declining Occupations Call														

# Long-Term Occupational Projections

Filtered by:

- Most Openings
- Fastest Growing
- Highest Wage
- Declining Occupations
- Career Grades

Missouri 2010-2020 Occupational Projections										
			Employment		Change					
Occupational			Mean	2010	2020	2010-2020		2010-2020 Openings		
Code	Title	Ann. Wage	Estimated	Projected	Numeric	Percent	Growth	Replacements	Total	
00-0000	Total, All Occupations	\$39,781	2,851,986	3,102,141	250,155	8.77%	262,027	673,839	935,866	
11-1011	Chief Executives	\$151,582	9,744	9,611	-133	-1.36%	0	2,529	2,529	
11-1021	General and Operations Managers	\$92,266	42,093	41,858	-235	-0.56%	0	7,827	7,827	
11-1031	Legislators	\$31,347	966	929	-37	-3.83%	0	224	224	
11-2011	Advertising and Promotions Managers	\$81,453	813	867	54	6.64%	54	232	286	
11-2021	Marketing Managers	\$112,263	2,688	2,909	221	8.22%	221	782	1,003	
11-2022	Sales Managers	\$105,469	4,894	5,228	334	6.82%	334	1,423	1,757	
11-2031	Public Relations and Fundraising Managers	\$93,090	1,491	1,580	89	5.97%	89	426	515	
11-3011	Administrative Services Managers	\$74,191	4,742	5,076	334	7.04%	334	1,172	1,506	
11-3021	Computer and Information Systems Managers	\$108,909	5,521	5,960	439	7.95%	439	842	1,281	
11-3031	Financial Managers	\$112,563	6,670	6,951	281	4.21%	281	1,221	1,502	
11-3051	Industrial Production Managers	\$87,263	2,565	2,920	355	13.84%	355	603	958	
11-3061	Purchasing Managers	\$98,480	1,128	1,227	99	8.78%	99	343	442	
11-3071	Transportation, Storage, and Distribution Managers	\$81,653	1,617	1,736	119	7.36%	119	391	510	
11-3111	Compensation and Benefits Managers	\$98,731	410	409	-1	-0.24%	0	101	101	
11-3121	Human Resources Managers	\$103,332	1,348	1,457	109	8.09%	109	331	440	
11-3131	Training and Development Managers	\$90,469	376	393	17	4.52%	17	92	109	
11-9013	Farmers, Ranchers, and Other Agricultural Managers	\$62,766	9,490	9,307	-183	-1.93%	0	1,851	1,851	
11-9021	Construction Managers	\$89,404	7,738	9,270	1,532	19.80%	1,532	500	2,032	
11-9031	Education Administrators, Preschool and Child	\$42,739	940	1,110	170	18.09%	170	265	435	
11-9032	Education Administrators, Elementary School	\$81,516	4,673	4,779	106	2.27%	106	1,317	1,423	
11-9033	Education Administrators, Postsecondary	\$83,941	2,209	2,324	115	5.21%	115	623	738	
11-9039	Education Administrators, All Other	\$72,330	211	212	1	0.47%	1	59	60	
11-9041	Architectural and Engineering Managers	\$112,694	2,496	2,655	159	6.37%	159	487	646	
11-9051	Food Service Managers	\$54,748	3,788	3,485	-303	-8.00%	0	698	698	
11-9071	Gaming Managers	\$74,241	94	97	3	3.19%	3	18	21	
11-9081	Lodging Managers	\$49,894	1,089	1,146	57	5.23%	57	296	353	
11-9111	Medical and Health Services Managers	\$77,004	4,580	5,138	558	12.18%	558	1,118	1,676	
11-9121	Natural Sciences Managers	\$106,255	800	848	48	6.00%	48	483	531	
11-9131	Postmasters and Mail Superintendents	\$54,851	838	605	-233	-27.80%	0	163	163	
11-9141	Property, Real Estate, and Community Association Managers	\$75,074	1,388	1,400	12	0.86%	12	292	304	
11-9151	Social and Community Service Managers	\$49,863	2,895	3,178	283	9.78%	283	627	910	
11-9161	Emergency Management Directors	\$45,912	353	381	28	7.93%	28	68	96	

# Long Term Occupational Projections

Entry Wage	Average Wage	Experience Wage	Typical Education Required	Typical Experience
\$72,168	\$151,582	\$191,290	Bachelor's degree	More than 5 years
\$43,357	\$92,266	\$116,720	Associate's degree	1 to 5 years
\$17,019	\$31,347	\$38,510	Bachelor's degree	1 to 5 years
\$44,838	\$81,453	\$99,760	Bachelor's degree	1 to 5 years
\$62,561	\$112,263	\$137,113	Bachelor's degree	1 to 5 years
\$53,202	\$105,469	\$131,602	Bachelor's degree	1 to 5 years
\$54,477	\$93,090	\$112,397	Bachelor's degree	1 to 5 years
\$42,337	\$74,191	\$90,118	High school diploma or equivalent	1 to 5 years
\$72,971	\$108,909	\$126,879	Bachelor's degree	More than 5 years
\$65,241	\$112,563	\$136,225	Bachelor's degree	More than 5 years
\$52,745	\$87,263	\$104,521	Bachelor's degree	1 to 5 years
\$64,012	\$98,480	\$115,713	Bachelor's degree	More than 5 years
\$48,907	\$81,653	\$98,025	High school diploma or equivalent	More than 5 years
\$61,952	\$98,731	\$117,121	Bachelor's degree	1 to 5 years
\$66,146	\$103,332	\$121,925	Bachelor's degree	1 to 5 years
\$60,310	\$90,469	\$105,549	Bachelor's degree	1 to 5 years
\$39,140	\$62,766	\$74,579	High school diploma or equivalent	More than 5 years
\$53,861	\$89,404	\$107,176	Associate's degree	More than 5 years
\$29,404	\$42,739	\$49,406	Bachelor's degree	1 to 5 years
\$60,168	\$81,516	\$92,191	Master's degree	1 to 5 years
\$45,705	\$83,941	\$103,059	Master's degree	1 to 5 years

# Career Grades

Career Grade	SOC	Occupation Title	2008 Estimated Employment	2018 Projected Employment	Net Change	Percent Change	Total Openings 2008-2018	Average Annual Openings	Entry Wage	Average Wage	Experience Wage	Education/Experience Type
C+	11-1011	Chief Executives	7,580	7,040	-541	-7.14%	2,130	213	\$75,580	\$149,080	\$185,830	Bachelor's or higher degree, plus
C+	11-1021	General and Operations Managers	31,860	29,400	-2,467	-7.74%	9,233	923	\$46,890	\$96,030	\$120,600	Bachelor's or higher degree, plus
F+	11-1031	Legislators	380	370	-10	-2.65%	107	11	\$19,970	\$34,560	\$41,850	Bachelor's or higher degree, plus
D	11-2011	Advertising and Promotions Managers	690	660	-35	-5.07%	162	16	\$39,840	\$78,080	\$97,200	Bachelor's or higher degree, plus
B+	11-2021	Marketing Managers	2,700	2,820	117	4.33%	699	70	\$61,590	\$111,260	\$136,100	Bachelor's or higher degree, plus
A-	11-2022	Sales Managers	4,230	4,580	356	8.42%	1,267	127	\$57,840	\$110,580	\$136,960	Bachelor's or higher degree, plus
A-	11-2031	Public Relations Managers	1,320	1,440	114	8.62%	423	42	\$57,340	\$91,340	\$108,340	Bachelor's or higher degree, plus
B+	11-3011	Administrative Services Managers	3,460	3,630	173	5.00%	897	89	\$43,470	\$76,600	\$93,160	Bachelor's or higher degree, plus
B+	11-3021	Computer and Information Systems Managers	5,930	6,250	316	5.33%	1,279	128	\$71,420	\$102,260	\$117,680	Bachelor's or higher degree, plus
B+	11-3031	Financial Managers	6,420	6,590	167	2.60%	1,322	133	\$64,670	\$110,280	\$133,080	Bachelor's or higher degree, plus
B-	11-3041	Compensation and Benefits Managers	540	560	13	2.39%	129	13	\$65,270	\$97,400	\$113,460	Bachelor's or higher degree, plus
B-	11-3042	Training and Development Managers	490	500	7	1.43%	111	11	\$50,610	\$84,860	\$101,980	Bachelor's or higher degree, plus
B-	11-3049	Human Resources Managers, All Other	1,200	1,240	46	3.84%	301	31	\$61,390	\$100,480	\$120,020	Bachelor's or higher degree, plus
C	11-3051	Industrial Production Managers	2,330	2,080	-241	-10.37%	815	82	\$51,720	\$87,740	\$105,750	Work experience in a related occ
D	11-3061	Purchasing Managers	1,100	1,070	-32	-2.90%	314	31	\$61,940	\$94,670	\$111,030	Bachelor's or higher degree, plus
C	11-3071	Transportation, Storage, and Distribution Managers	1,760	1,580	-172	-9.79%	483	48	\$47,300	\$79,210	\$95,160	Work experience in a related occ
A-	11-9011	Farm, Ranch, and Other Agricultural Managers	ND	ND	148	7.71%	538	54	ND	ND	ND	Bachelor's or higher degree, plus
B+	11-9021	Construction Managers	6,710	6,960	250	3.72%	772	77	\$46,050	\$82,580	\$100,850	Bachelor's degree
B+	11-9031	Education Administrators, Preschool and Child Care	920	1,100	171	18.51%	448	45	\$27,730	\$41,870	\$48,930	Bachelor's or higher degree, plus
A-	11-9032	Education Administrators, Elementary and Secondary	4,640	4,990	349	7.52%	1,738	174	\$54,310	\$76,740	\$87,960	Bachelor's or higher degree, plus
B-	11-9033	Education Administrators, Postsecondary	1,750	1,750	1	0.06%	525	52	\$48,470	\$84,370	\$102,320	Bachelor's or higher degree, plus
B	11-9039	Education Administrators, All Other	ND	ND	23	14.20%	71	7	\$40,310	\$61,970	\$72,790	Bachelor's or higher degree, plus
B-	11-9041	Engineering Managers	2,340	2,290	-45	-1.93%	474	47	\$77,070	\$104,880	\$118,790	Bachelor's or higher degree, plus
B-	11-9051	Food Service Managers	3,020	3,020	4	0.13%	590	59	\$38,440	\$59,990	\$70,760	Work experience in a related occ
B-	11-9061	Funeral Directors	840	880	40	4.74%	210	21	\$31,710	\$59,650	\$73,620	Associate degree
B	11-9071	Gaming Managers	250	280	33	13.15%	84	8	\$40,600	\$71,740	\$87,310	Work experience in a related occ
D-	11-9081	Lodging Managers	620	620	1	0.16%	133	13	\$34,160	\$55,670	\$66,430	Work experience in a related occ
A-	11-9111	Medical and Health Services Managers	4,410	4,880	466	10.56%	1,307	131	\$43,330	\$76,510	\$93,100	Bachelor's or higher degree, plus
B-	11-9121	Natural Sciences Managers	640	680	41	6.40%	230	23	\$64,290	\$105,450	\$126,030	Bachelor's or higher degree, plus
D-	11-9131	Postmasters and Mail Superintendents	850	730	-125	-14.71%	173	17	\$37,140	\$55,030	\$63,970	Work experience in a related occ
B-	11-9141	Property, Real Estate, and Community Association	2,700	2,670	-30	-1.11%	465	47	\$28,210	\$59,900	\$75,750	Bachelor's degree
C	11-9151	Social and Community Service Managers	2,470	2,620	147	5.95%	718	72	\$33,070	\$45,250	\$51,340	Bachelor's degree
A-	11-9199	Managers, All Other	7,510	7,530	20	0.27%	1,957	196	\$48,000	\$89,710	\$110,560	Work experience in a related occ
C	13-1011	Agents and Business Managers of Artists, Performers, and Athletes	ND	ND	2	1.27%	37	4	ND	ND	ND	Bachelor's or higher degree, plus
F+	13-1021	Purchasing Agents and Buyers, Farm Products	470	450	-22	-4.65%	105	11	\$25,890	\$40,260	\$47,450	Long-term on-the-job training
C-	13-1022	Wholesale and Retail Buyers, Except Farm Products	3,970	3,670	-303	-7.64%	993	99	\$26,580	\$47,920	\$58,590	Long-term on-the-job training
A	13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	5,530	5,900	373	6.75%	1,829	183	\$32,220	\$52,690	\$62,920	Long-term on-the-job training
A-	13-1031	Claims Adjusters, Examiners, and Investigators	7,210	7,630	421	5.84%	2,248	225	\$34,590	\$55,250	\$65,590	Long-term on-the-job training
B	13-1032	Insurance Appraisers, Auto Damage	ND	ND	26	10.04%	92	10	\$33,860	\$49,680	\$57,590	Postsecondary vocational award
A-	13-1041	Compliance Officers, Except Agriculture, Construction, and Financial	4,500	5,600	1,094	24.30%	1,573	157	\$31,510	\$50,250	\$59,620	Long-term on-the-job training
A	13-1051	Cost Estimators	5,270	5,760	484	9.18%	1,665	165	\$35,210	\$57,690	\$68,930	Bachelor's degree

# Career Grades

- ❑ Assigns academic letter grades to occupations based on an Occupation's outlook.
- ❑ Career Grade Index equally weighs three variables (total openings over the projection period, % change over the projection period, and average wages).
- ❑ Available for Missouri and the state's 10 Workforce Investment Areas (WIAs).
- ❑ Grades assigned in each region are determined by comparing only the occupations within that region.

# Why Grade Jobs?



- ❑ Assist students, job seekers, displaced workers educators, and workforce professionals.
- ❑ Choose careers that have the best growth, the most annual openings, and offer a living wage.
- ❑ Quickly asses the outlook of an occupation.

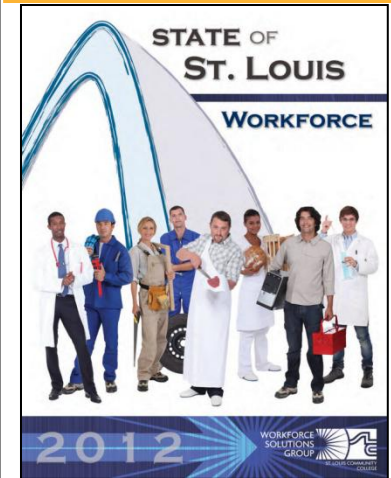


# Occupational Employment Projections in Use

## Jobs by 2020 with the Most Projected Growth Openings

Occupations	Openings
<b>Short to Moderate-Term Training</b>	
Retail Salespersons	2,199
Home Health Aides	2,134
Combined Food Preparation and Serving Workers	2,133
Personal Care Aides	1,806
Office Clerks, General	1,692
Customer Service Representatives	1,488
Construction Laborers	1,421
Heavy and Tractor-Trailer Truck Drivers	1,368
Medical Secretaries	1,215
Laborers and Freight, Stock, and Material Movers	1,174
<b>Long-Term Training to Associates Degree</b>	
Registered Nurses	4,289
Carpenters	2,047
Wholesale & Mfg. Sales Reps., Except Tech. & Scientific	1,272
Nursing Aides, Orderlies, and Attendants	1,166
Electricians	1,037
Hairdressers, Hairstylists, and Cosmetologists	958
Plumbers, Pipefitters, and Steamfitters	866
Construction and Extraction Worker Supervisors	681
Automotive Service Technicians and Mechanics	597
Administrative Support Supervisors	567
<b>Bachelor's Degree or Higher</b>	
Accountants and Auditors	1,018
Insurance Sales Agents	866
Software Developers, Applications	767
Computer Systems Analysts	715
Human Resources & Training Specialists	643
Cost Estimators	635
Network and Computer Systems Administrators	588
Construction Managers	542
Market Research Analysts & Marketing Specialists	507
Elementary School Teachers, Except Special Ed.	501

**Source:** Long-Term Occupational Projections 2010-2020, St. Louis Workforce Invest. Areas., MERIC



## Website Links

### **Missouri Occupational Projections:**

[http://www.missourieconomy.org/occupations/occ\\_proj.stm](http://www.missourieconomy.org/occupations/occ_proj.stm)

### **State of St. Louis Workforce Report, 2012:**

<http://www.stlcc.edu/Workforce-Solutions/St-Louis-Workforce/>





Go Live

### Resources



#### WATCH VIDEO TUTORIALS

Do you fall into one of the groups listed below? If so, check out information and resources designed especially for you.

- ▶ [Unemployed](#)
- ▶ [Agricultural Workers](#)
- ▶ [Entrepreneurs](#)
- ▶ [Youth](#)
- ▶ [Veterans](#)

### Missouri's Top Jobs

Careers in Missouri with the best outlook between 2008—2018!

1. [Registered Nurse](#)
2. [Accountants](#)
3. [Elementary School Teachers](#)
4. [Secondary School Teachers](#)
5. [Insurance Agents](#)

[FIND YOUR TOP JOB](#)

### Upcoming Events

**29  
AUG**

[Sikeston: Veterans & Others Job Fair](#)  
9:30 am - 2:00 pm  
Sikeston, MO

**29  
AUG**

[Sikeston-Job Fair: Employer Registration](#)  
9:30 am - 2:00 pm  
Sikeston, MO

**30  
AUG**

[Kansas City-Recruitment Event: Careers for Veterans with US Citizenship & Immigration Services](#)  
9:00 am - 5:00 pm  
Kansas City, MO, 64108

[View All Events](#)

Jobs.MO.Gov



# Where to Find – Career Planning Data

O\*Net Online

Next Generation  
Career Center  
Staff

Jobs.Mo.Gov

Missouri Career  
Exploration Tool

# Where to Find – Career Planning Data

The logo for O\*Net Online is displayed within an orange square with a 3D effect. The text "O\*Net" is on the top line and "Online" is on the bottom line, both in white. The asterisk in "O\*Net" is stylized with a small circle in the center.

O\*Net  
Online

## O\*Net Online

- ▣ Communication in a common language
- ▣ Dense website
- ▣ Targets full spectrum of job seekers

Missouri Career Exploration Tool

Jobs.MO.Gov

# Where to Find – Career Planning Data

Missouri Career  
Exploration  
Tool

O\*Net Online

- ▣ Communication in a common language

Missouri Career Exploration Tool

- ▣ Web Portal to filter projections data
- ▣ Fed by O\*Net language
- ▣ Designed by MERIC
- ▣ Visually simple

Jobs.MO.Gov

# Where to Find – Career Planning Data

## O\*Net Online

- ▣ Communication in a common language

## Missouri Career Exploration Tool

- ▣ Web Portal to filter projections data

## Jobs.MO.Gov

- ▣ Designed by Department of Workforce Development
- ▣ Single web portal for WIB, job seeker, employers, educators, and DWD professionals
- ▣ Fed by O\*Net Online and Missouri Career Exploration Tool projections data
- ▣ Rich information delivered to target clients

Jobs.MO.Gov

# Career Tools - Research

We are pleased to announce that MissouriCareerSource is now jobs.mo.gov. [View our Video Tutorials](#) for help getting started.



[Login](#) | [Create Account](#)

[Are you an Employer? Click Here.](#)

MY ACCOUNT

FIND A JOB

CAREER TOOLS

EDUCATION & TRAINING

OTHER RESOURCES

Why Visit a Career Center?

Research Careers

Skills Assessment

National Career Readiness  
Certificate (NCRC)

Resume Writing

Job Market

Online Learning

Tips and Trends for Job  
Seekers

Why Visit A Career  
Center?

- Personal job search assistance
- Prove and improve your skills
- Career exploration tools
- Workshops
- Resume assistance
- Define your skills and goals

Explore Career  
and Occupation  
Information Now

# Career Exploration Tool

MY ACCOUNT FIND A JOB CAREER TOOLS EDUCATION & TRAINING OTHER RESOURCES

## Missouri Education and Career Hotlink Occupation Search

Hide Search Criteria

### Search By Occupation Title



Occupation:

Submit Search

### Search By Occupation Group



### Search By CIP



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-- Select an Occupation Group --



-- Select an Occupation Group --

Architecture and Engineering Occupations  
Arts, Design, Entertainment, Sports, and Media Occ  
Building & Grounds Cleaning & Maintenance Occup.  
Business and Financial Operations Occupations  
Community and Social Services Occupations  
Computer and Mathematical Occupations  
Construction and Extraction Occupations  
Education, Training, and Library Occupations  
Farming, Fishing, and Forestry Occupations  
Food Preparation and Serving Related Occupations  
Healthcare Practitioners and Technical Occupations  
Healthcare Support Occupations  
Installation, Maintenance, and Repair Occupations  
Legal Occupations  
Life, Physical, and Social Science Occupations  
Management Occupations  
Military Specific Occupations  
Office and Administrative Support Occupations  
Personal Care and Service Occupations  
Production Occupations  
Protective Service Occupations  
Sales and Related Occupations  
Transportation and Material Moving Occupations



# Career Exploration – Occupation Details

From the Occupation Details View you can:

- Filter by WIA region
- See related occupations
- Jump to the MO Education & Career Hotlink Institution/Program search

## Accountants and Auditors - 132011

Select Region:

### DETAILS

Currently Employed: 27,123  
Typical Wage: \$56,760.00  
Yearly Openings: 719

[Job Listings](#)

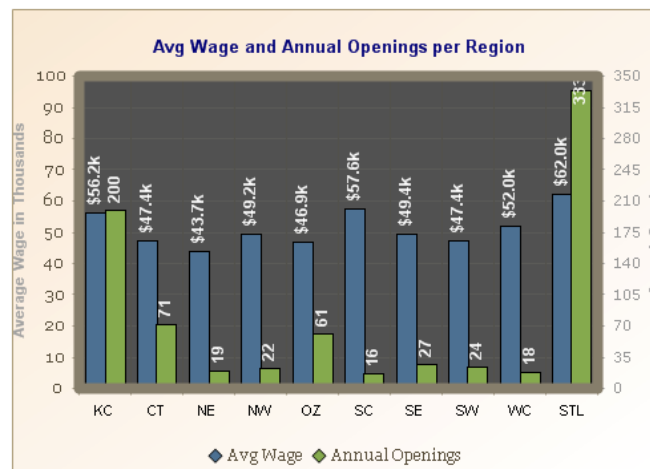
### DESCRIPTION

Examine, analyze, and interpret accounting records for the purpose of giving advice or preparing statements. Install or advise on systems of recording costs or other financial and budgetary data.

[\[more »\]](#)

[Related Occupations](#)

### REGIONAL SNAPSHOT



National Average Wage: \$65,840.00

Missouri Average Wage: \$58,199.00

### TYPICAL TRAINING

Bachelor's degree

[Find Training](#)

### TYPICAL JOB DUTIES

No information is available

### LICENSING REQUIREMENTS

- CPA License Holder, Missouri State Board of Accountancy. Applicants for initial licensure shall meet the education requirements outlined in 20CSR 10-2.041 and unsuccessfully complete the examination requirements as outlined in 20CSR 10-

[\[more »\]](#)



## Website Links

### **O\*Net Online:**

<http://www.onetonline.org/>

### **Dept. of Workforce Development, Jobs.MO.Gov:**

[jobs.mo.gov](http://jobs.mo.gov)

### **Missouri Career Exploration Tool:**

[apps.oseda.missouri.edu/MOGreenExplore/](http://apps.oseda.missouri.edu/MOGreenExplore/)



# MISSOURI REAL TIME LABOR MARKET SUMMARY

July 2012 ■ Statewide



Top Industry Posting

Top Employer Postings

Cities with Most Job Postings

Job Postings by Employment Type

Occupations

Featured

Now

Next

Future

Burning Glass Technologies, Labor/Insight™



# Burning Glass Technologies, Labor/Insight™



- Delivers real-time access to a comprehensive database of real-time demand data
- Collects job posting data from more than 17,000 sources (e.g. job boards, employer sites, newspapers, public agencies)

# Burning Glass Technologies, Labor/Insight™

Aggregates,  
mines and  
codes data  
from each job  
listing.

- ❑ Skills
- ❑ Skill Clusters
- ❑ Education
- ❑ Experience Levels
- ❑ Certifications
- ❑ Work Activities
- ❑ Salary
- ❑ Number of Job Openings



# What questions can we answer with this data?



- ❑ Which occupations are most in demand?
- ❑ What skills, certifications, and educational credentials are required?
- ❑ What industries are growing?
- ❑ Which employers are hiring and for what jobs?

# Real Time Labor Market Summaries



## MISSOURI REAL TIME LABOR MARKET SUMMARY

July 2012 ■ St. Louis Labor Market Region



A summary of real time labor market analysis for the past 60 days in the St. Louis Labor Market Region indicates:

- The total number of new job postings totaled 13,920 for the St. Louis LMR.
- The industry with the most job postings was Hospitals, including employers such as Mercy Health System, Barnes Jewish Hospital, and St. Luke's Health.
- The top three occupations with the highest number of job postings were Registered Nurses, Sales Representatives, and Retail Salespersons.
- Two-thirds (69%) of the job postings were permanent full-time positions.



### St. Louis LMR Top Industry Postings

INDUSTRIES WITH TOP POSTINGS	NUMBER OF JOB ADS
Hospitals	1,765
Employment Services	542
Banks	535
Insurance Companies	510
Hotels & Other Accommodation	328
Colleges, Universities	331
Securities & Commodities Brokerages	256
Computer Systems Design	247
Health Practitioner Offices	246
Scientific Research & Dev. Services	197

### St. Louis LMR Top Employer Postings

COMPANY
Mercy Health System
Barnes Jewish Hospital
Centene Corporation
Scottrade Incorporated
Monsanto
U.S. Bancorp
The Boeing Company
Savvis
Mastercard
St. Luke's Health

### St. Louis LMR Cities With Most Job Postings

CITIES	NUMBER OF JOB ADS
St. Louis, MO	10,290
Chesterfield, MO	652
St. Charles, MO	482
Bridgeton, MO	335
O'Fallon, MO	308

### Job Postings by Employment Type



### NOW Occupations

OCCUPATIONS	ONLINE JOB ADS
Retail Salespersons	309
Truck Drivers	239
Customer Service Reps	225
Secretaries & Admin. Assistants	190
Office Clerks	131
Maintenance & Repair Workers	125
Laborers & Material Movers	120
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### NEXT Occupations

OCCUPATIONS	ONLINE JOB ADS
Registered Nurses	481
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### LATER Occupations

OCCUPATIONS	ONLINE JOB ADS
Software Developers, Applications	305
Computer Systems Analysts	261
Computer Programmers	260
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### Featured Occupation:

#### General and Operations Managers

This **LATER** occupation includes employees who plan, direct, and coordinate operations of public or private sector organizations. Responsibilities are diverse but can include policy formation and resource use planning.

There were 220 new job postings for General and Operations Managers in the past 60 days

#### Preferred Skills:

Operations Management, Process Improvement, Accounting, Business Administration, Contract Management

#### Preferred Certifications:

Project Management Certification, Series 17, Leadership in Energy and Environmental Design

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Average annual wage: \$74,600

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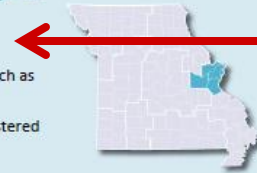
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Missouri Economic Research and Information Center

Missouri Department of Economic Development

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# 2012 State of St. Louis Workforce Report



## Top Ten Job Advertisements in the Past Year

Short to Moderate-Term Training	Online Job Ads
Retail Salespersons	3,589
Customer Service Representatives	2,407
Heavy Tractor-Trailer Truck Drivers	1,979
Tellers	1,595
Secretaries and Admin. Assistants	1,589
General Office Clerks	1,583
General Maintenance and Repair Workers	1,173
Laborers and Freight, Stock, and Material Movers	1,143
Light Truck or Delivery Service Drivers	901
Bookkeeping, Accounting, and Auditing Clerks	797

Long-Term Training to Associates Degree	Online Job Ads
Registered Nurses	4,097
Wholesale and Mfg. Sales Reps, Except Tech. and Scientific Prod.	3,106
First-Line Supervisors of Retail Sales Workers	2,993
Exec. Secretaries and Exec. Admin. Assistants	1,580
First-Line Supervisors of Production and Operating Workers	1,062
Computer User Support Specialists	1,026
First-Line Supervisors of Food Preparation and Serving Workers	993
Nursing Assistants	663
Licensed Practical and Licensed Vocational Nurses	663
Health Technologists and Technicians	636

Bachelor's Degree or Higher	Online Job Ads
Computer Programmers	3,175
Applications Software Developers	3,138
Computer Systems Analysts	2,910
General and Operations Managers	1,864
Information Technology Project Managers	1,761
Sales Managers	1,628
Accountants	1,567
Management Analysts	1,164
Medical and Health Services Managers	943
Marketing Managers	903

Source: Online Job Ads from June 2011 - June 2012. Burning Glass Technologies.

# 2012 State of St. Louis Workforce Report

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# 2012 State of St. Louis Workforce Report

**Top 30 Certificates in Greatest Demand in St. Louis Metro**

Description	Certificates	STLCC Related Program?	Credit or Non-Credit	Notes
Registered Nurse	3,420	Yes	Credit	
Commercial Driver's License	1,543	No		
First Aid CPR	1,382	Yes	Non-Credit	
Project Management Certification (e.g. PMP)	1,374	Yes		
Series 7 Financial Exam	644	No		
Certified Public Accountant	610	Yes	Non-Credit	Licensure renewal only
Licensed Physician	593	No		
Certified Nursing Assistant	524	Yes	Non-Credit	
Licensed Practical Nurse (LPN)	470	No		
Insurance License	455	No		
Casino Gaming License	396	No		
Information Technology Security+ Certified	386	Yes	Non-Credit	
Forklift Operator Certification	384	No		
Occupational Therapist	371	No		
Nurse Practitioner	346	No		
Basic Cardiac Life Support Certification	310	Yes	Non-Credit	
Cisco Certified Network Associate	284	Yes	Credit	
Certified Child Care	283	Yes	Credit	
Series 6 Financial Exam	249	No		
Six Sigma Certification	249	Yes	Non-Credit	
Certified Info. Systems Security Professional (CISSP)	223	Yes	Credit	
Pharmacist	218	No		
Microsoft Certified Systems Engineer	217	Yes	Credit	
Automotive Service Excellence (ASE) Certification	216	Yes	Credit	AAS in Automotive Tech.
Registered Health Information Technician	208	Yes	Credit	AAS in Health Info. Tech.
Advanced Cardiac Life Support (ACLS) Certification	204	Yes	Non-Credit	
Cisco Certified Network Professional (CCNP)	193	Yes	Credit	
Certified Medical Assistant	191	No		Under development
Registered Health Information Administrator	188	Yes		AAS in Health Info. Tech.
Professional Engineer	185	No		

Source: Online Job Ads from June 2011 - June 2012. Burning Glass Technologies.

**Top Ten Basic Skills in Greatest Demand**

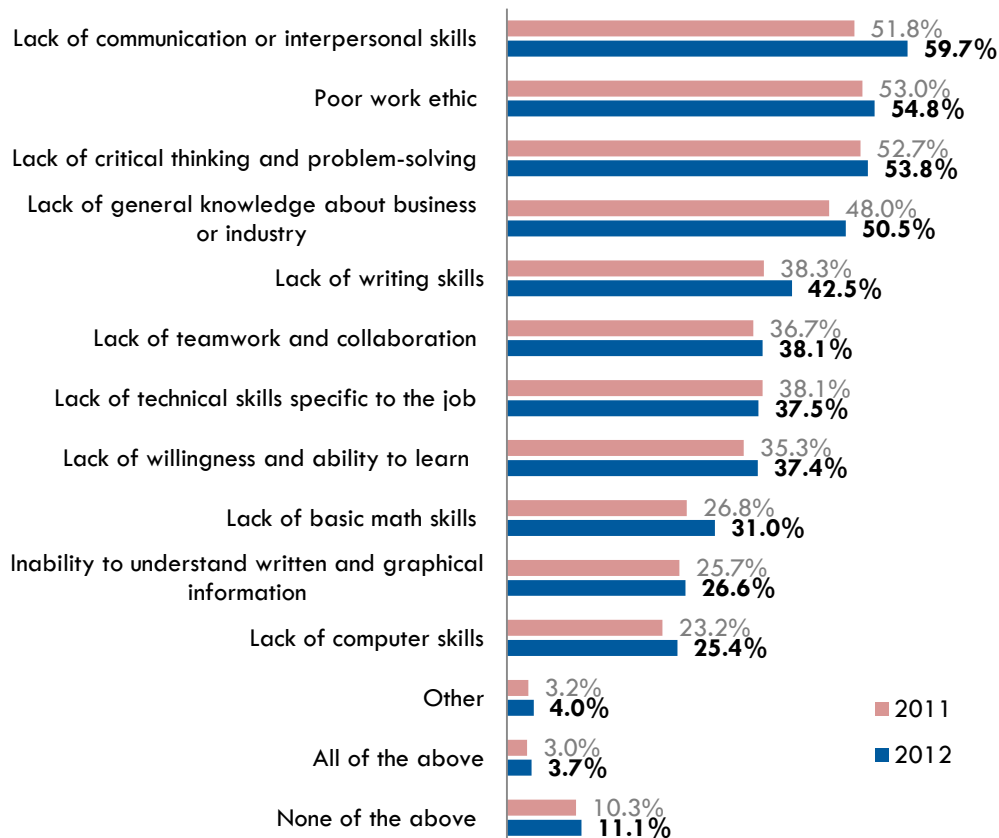
Basic Skills	Rank
Communication Skills	1
Organizational Skills	2
Writing	3
Leadership	4
Microsoft Excel	5
Customer Service	6
Problem Solving	7
Planning	8
Research	9
Microsoft Office	10

Source: Online Job Ads from June 2011 - June 2012. Burning Glass Technologies.



# Employer Responses and Burning Glass Data

## Shortcomings of Recent Hires



## Top Ten Basic Skills in Greatest Demand

Basic Skills	Rank
Communication Skills	1
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Research	9
Microsoft Office	10

**Source:** Online Job Ads from June 2011 - June 2012. Burning Glass Technologies.





## Website Links

### **Real Time Labor Market Summaries:**

[www.missourieconomy.org/customer/statewide.stm](http://www.missourieconomy.org/customer/statewide.stm)

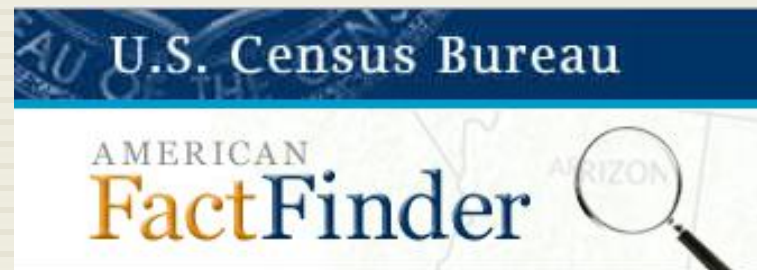
### **2012 State of St. Louis Workforce Report**

[www.stlcc.edu/Workforce-Solutions/St-Louis-Workforce/Index.html](http://www.stlcc.edu/Workforce-Solutions/St-Louis-Workforce/Index.html)



	Target Area	City/County	Missouri	National
Population				
Unemployment				
Poverty Rate				
Percent Minority				
Per Capita Income				
Other				

## Population Demographics – Data Collection



# American Community Survey



Decennial  
Census  
2000

2001

2002

2003

2004

2005

2006

2007

2008

2009

Decennial  
Census  
2010

## A Look at "Census Data"

("Census" - Complete Count)

(Samples with Margins of Error +/-)

One Year  
65,000+



Three Year  
20,000+



Five Year  
Small Areas  
Under 20,000



Point  
Estimates

Annual, Period Estimates Based on Size

# Demographic Data .



The ACS 1-Year Estimates are released only for geographies above 65,000 people.

- United States
- Missouri

### ACS Profiles Menu

Using single-year and three-year period estimates based on data collected in the ACS.

[Sample Report](#) [Usage Notes](#) [FeedBack](#) [Area Type Definitions](#)

Choose Period:

Choose State:

Choose Area Type:

2010

Missouri

Counties

Click to select one or more Areas:

Selected Areas:

Jasper County, Missouri

Jefferson County, Missouri

Platte County, Missouri

St. Charles County, Missouri

St. Francois County, Missouri

St. Louis County, Missouri

St. Louis city, Missouri

United States

Missouri

Clear Cart

Choose one or more Subjects:

☒ Demographic

☒ Economic

☒ Social

☒ Housing

Generate Report

# Demographic Data .



The ACS **3-Year** Estimates are released for geographies above 20,000 people.

- United States
- Missouri
- Warren County

### ACS Profiles Menu

Using single-year and three-year period estimates based on data collected in the ACS.

[Sample Report](#)   [Usage Notes](#)   [FeedBack](#)   [Area Type Definitions](#)

Choose Period: **2008-2010**   Choose State: **Missouri**   Choose Area Type: **Places (Cities)**

Click to select one or more Areas:   Selected Areas:

Sedalia city, Missouri  
Spanish Lake CDP, Missouri  
Springfield city, Missouri  
University City city, Missouri  
Webster Groves city, Missouri  
Wentzville city, Missouri  
Wildwood city, Missouri

United States  
Missouri  
Warren County, Missouri

[Clear Cart](#)

Choose one or more Subjects: ☒ Demographic ☒ Economic ☒ Social ☒ Housing

[Generate Report](#)

# Demographic Data .



The ACS **5-Year** Estimates are released for all geographies including less than 20,000 people.

- United States
- Missouri
- County,  
Warren
- City,  
Warrenton

### ACS Profiles Menu

Using single-year and three-year period estimates based on data collected in the ACS.

[Sample Report](#)   [Usage Notes](#)   [FeedBack](#)   [Area Type Definitions](#)

Choose Period: **2006-2010**   Choose State: **Missouri**   Choose Area Type: **Places (Cities)**

Click to select one or more Areas:   Selected Areas:

Waco city, Missouri	United States
Walker city, Missouri	Missouri
Walnut Grove city, Missouri	Warren County, Missouri
Wardell town, Missouri	Warrenton city, Missouri
Wardsville village, Missouri	
Warrensburg city, Missouri	
Warrenton city, Missouri	

Choose one or more Subjects: ☒ Demographic ☒ Economic ☒ Social ☒ Housing

**Generate Report**

**Clear Cart**

## Website Links

**Office of Social and Economic Data Analysis:**

[mcdc1.missouri.edu/acsprofiles/acsprofilemenu.html](http://mcdc1.missouri.edu/acsprofiles/acsprofilemenu.html)

**U.S. Census Bureau – American FactFinder**

[factfinder2.census.gov/faces/nav/jsf/pages/index.xhtml](http://factfinder2.census.gov/faces/nav/jsf/pages/index.xhtml)

**Economic Indicators eLearning Webinar:**

**Module 1: Lesson 1 – LMI Fundamentals**

[www.missourieconomy.org/e\\_learning/index.stm](http://www.missourieconomy.org/e_learning/index.stm)

# Where to Find – Wage Data



For Missouri specific wage information, it is recommended you use the MERIC option.

Data available through MERIC is provided at a greater level of regional detail.

## □ MERIC

[www.missourieconomy.org/occupations/oeswage/](http://www.missourieconomy.org/occupations/oeswage/)

- Search by Region or Occupation

- Mean, Entry, Experienced and Median Wages

## □ Bureau of Labor Statistics

- Occupational Employment Statistics (OES)

[www.bls.gov/oes/](http://www.bls.gov/oes/)

- National Compensation Survey

[www.bls.gov/eci/](http://www.bls.gov/eci/)

# MERIC – Occupational Employment & Wage Estimates

MISSOURI ECONOMIC RESEARCH AND INFORMATION CENTER  
MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

**MERIC**

Home Economic Indicators Industry Studies **Occupation Studies** Regional Information Community Issues

## Occupational Employment and Wage Estimates

Area:

Occupation:

Year:

Area	Year	SOC Code	Occupation	Annual Employment	Hourly Wage (mean)	Annual Wage (mean)	Hourly Entry Wage	Annual Entry Wage	Hourly Experience Wage	Annual Experience Wage	Wage Error
St. Louis Region	2011	11-1021	General and Operations Managers	18,030	\$49.83	\$103,639.49	\$22.76	\$47,330.81	\$63.36	\$131,793.83	1.85%



## Website Links

### **MERIC:**

[www.missourieconomy.org/OesWage/Default.aspx](http://www.missourieconomy.org/OesWage/Default.aspx)

### **U.S. Bureau of Labor Statistics**

[www.bls.gov/oes/](http://www.bls.gov/oes/)

### **Economic Indicators eLearning Webinar:**

Module 1: Lesson 1 – LMI Fundamentals

[www.missourieconomy.org/e\\_learning/index.stm](http://www.missourieconomy.org/e_learning/index.stm)

Search using the options below:

**Topics**  
(age, income, year, dataset, ...)

**Geographies**  
(states, counties, places, ...)

**Race and Ethnic Groups**  
(race, ancestry, tribe)

**Industry Codes**  
(NAICS industry, ...)

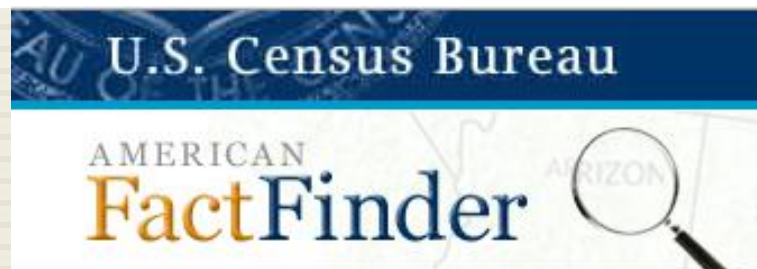
Select Topics

Select Topics to add to 'Your Selections' ?

- + People
- + Housing
- + Business and Industry
- + Year
- + Product Type
- Program
  - American Community Survey (31,687)
  - Annual Survey of Manufactures (91)
  - Business Expenses Survey (8)
  - Business Patterns (78)
  - Commodity Flow Survey (213)
  - Decennial Census (7,930)
  - Economic Census (1,915)
  - Nonemployer Statistics (26)
  - Population Estimates (35)
  - Survey of Business Owners (394)
- + Dataset

☐ Include archived products in your search ?

## U.S. Census Bureau – American FactFinder





Go Live

# Thank you for your participation!

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